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FROM: BERLIN

TO: Secretary of State

NO: 446, DECEMBER 4, 6 PM

SENT BONN 394, DEPARTMENT 446, MOSCOW 147, PARIS 94, REPEATED INFORMATION FRANKFORT, MUNICH, CAIRO, NEW DELHI, DCIIS USAFE, POLAD USAREUR UNNUMBERED

PARIS ALSO PASS CINCEUR THURSTON AND WEST.

PSYCHOLOGICAL FIELD, IN WHICH SOVIET NOTES ALREADY GENERATING PRESSURES (BONN TEL SENT DEPT 1160) IN WEST, APPEARS TO BE ONE IN WHICH IMMEDIATE WESTERN MOVES BOTH NECESSARY AND DESIRABLE. THERE ARE SEVERAL SPECIFIC TARGETS FOR US PSYCHOLOGICAL COUNTERACTION: USSR AND BLOC INCLUDING EAST GERMANY, WEST BERLIN AND WEST GERMANY, WESTERN ELEMENTS INCLINING TOWARDS DISENGAGEMENT OR CONCESSIONS, UNCOMMITTED NATIONS. IN GENERAL, WE BELIEVE IT UNDESIRABLE FOR WESTERN POWERS TO MAINTAIN MERELY NEGATIVE POSTURE, LABELING SOVIET PROPOSAL UNACCEPTABLE AND REJECTING SOVIET UNILATERAL DENUNCIATION POTSDAM AGREEMENT.

HAVING IN MIND TARGETS IDENTIFIED ABOVE, WE SUGGEST FOLLOWING MAY INDICATE DIRECTION IN WHICH EARLY ACTION POSSIBLE:

1. OUR MEDIA SHOULD STRESS PARTICULARLY TO USSR AND TO EUROPEAN SATELLITES THAT SOVIET OFFENSIVE RE BERLIN IS BRINGING WORLD TO BRINK WAR.

2. DEVELOP AND PUBLICIZE AN EXPOSE OF THE SOVIET PERfidY RE DIVISION OF BERLIN AND GERMANY.

3. DOCUMENT AND PUBLICIZE (FROM SOVIET AND GDR SOURCES WHERE POSSIBLE) SOVIET MOVES TO INTEGRATE GDR INTO SOVIET BLOC (E.G., LONG RANGE ECONOMIC PLANS), DESPITE ALLEGED INTENTIONS TO "LET GERMANS SETTLE GERMAN QUESTION".

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4. DOCUMENT AND PUBLICIZE MANY MOVES IN EAST GERMANY TOWARDS MILITARIZATION, INCLUDING USE OF EAST GERMAN AND EAST BERLIN FACTORIES FOR PRODUCTION WAR MATERIAL, RAPID DEVELOPMENT OF KAMPFGRUPPEN, EXTENSION OF MILITARY AND PARA-MILITARY TRAINING INTO ALL FACETS EAST GERMAN LIFE: UNIVERSITY STUDENTS, RED CROSS, SPORT AND TECHNIK GROUPS, AND EVEN SCHOOL CHILDREN, IN RECENT PARA-MILITARY ("GELAENDESPIEL") EXERCISES.

5. POSE QUESTION OF SOVIET INTEGRITY RE PROPOSED NEW FOUR-POWER GUARANTEE FOR FREE CITY WEST BERLIN, AND THE CURRENT NEGOTIATIONS IN GENEVA, IN LIGHT OF UNILATERAL DENUNCIATION OF POTSDAM AGREEMENT.

6. EXPLOIT RECORD OF REFUGEE FLOW AND INDIVIDUAL REFUGEES, AND SHAM OF RECENT ELECTIONS AS EVIDENCE THAT EAST GERMAN POPULATION IS STRONGLY OPPOSED TO PUPPET REGIME. IN THIS CONNECTION, NOTE THAT ULRICHT REPEATEDLY HAS REJECTED FREE ALL-GERMAN ELECTIONS ON GROUNDS THAT EAST GERMAN REGIME WOULD BE OVERWHELMED AT BALLOT BOX.

7. STEPS COULD AND SHOULD BE TAKEN QUICKLY TO FOCUS OUTSIDE ATTENTION SOMEWHAT MORE ON VIEWS OF BERLINERS AND SOMEWHAT LESS ON WESTERN MILITARY POSTURE ALONE. SYMPOSIA HELD HERE AND ELSEWHERE FOR DISCUSSION BERLIN AND GERMAN QUESTIONS COULD PROVIDE OPPORTUNITIES TO INVITE HONORED GUESTS (E.G., SELECTED AFRO-ASIAN SCHOLARS OR HUMANITARIANS AND REPRESENTATIVE BERLINERS) AND GIVE BERLINERS CHANCE TO EXPRESS THEIR VIEWS. INTERNATIONAL ASPECTS OF BERLIN COULD BE HIGHLIGHTED BY SCHEDULING A SERIES OF PUBLICIZED INTERNATIONAL MEETINGS HERE (DOCTORS, RELIGIOUS LEADERS, HISTORIANS, ETC.). TO COUNTER LOSS OF CONFIDENCE IN BUSINESS WORLD, FEDREP (POSSIBLY AIDED BY ICA) COULD WORK OUT ARRANGEMENTS FOR NEW CONTRACTS FOR BERLIN INCLUDING, IF NECESSARY, GUARANTEES IN EVENT CONTRACT FULFILLMENT PREVENTED BY COMMUNIST ACTION. AT SAME TIME, SPECIAL EFFORT MIGHT BE MADE TO SELL BERLIN PRODUCTS ABROAD WITH SUPPORTING ADVERTISING ("BUY BERLIN").

ABOVE SUGGESTIONS ARE INTENDED MERELY AS ILLUSTRATIONS OF PSYCHOLOGICAL MEASURES WHICH CAN BE TAKEN. IN OUR VIEW, IMPORTANT

FACTOR

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FACTOR AT THIS STAGE IS THAT A SERIES OF STEPS BE TAKEN  
QUICKLY TO COUNTER FORCES ALREADY SET IN MOTION BY SOVIET  
ACTION AND TO REGAIN PSYCHOLOGICAL INITIATIVE. ACTIVITY  
WEST THIS FIELD PARTICULARLY IMPORTANT IN PRESENT PERIOD  
PRIOR DELIVERY WESTERN NOTES REPLYING TO SOVIETS. IT IS ALSO  
MOST IMPORTANT THAT FREE WORLD BE MADE AWARE THAT FOR BERLINERS  
SIX MONTHS SOVIET DEADLINE IS NOT GRACE TIME FOR RELAXATION  
BUT PERIOD WHEN BERLIN CAN BE SAVED OR LOST AND WHICH SOVIETS  
CAN SHORTEN AT WILL.

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